

1997 VAP Planning and Execution

- Initial retail account quantities will be calculated for each promotion using an account level model process. These account quantities will then be automatically loaded into BPE by account.
- Field Sales will have the opportunity to adjust the calculated quantities by retail account which will insure proper quantities by account and overall balance to the region allocation of sku's. I.E. If total region allocation varies from account level plan, adjustments will be required by region.
- BPE will automatically generate allocations of material which includes product and shippers for each direct account. Note: Region Allocations of product and shippers will not exist which eliminates region transfers.
- Field Sales will have the ability to adjust allocations within direct account by retail account.
- BPE will automatically generate order quantities for each direct account according to the retail account information.
- Field Sales orders product and shippers to the direct account.
- The Tracking process of all promotions remains the same.

IMPORTANT

- All VAP wholesaler and VAP supplier information MUST be correct in the system by October. All direct account allocations and templates are calculated using this information.
- National Indicators will not be available for planning in 1997. All initial allocations will be calculated using the BIAD account level model.
- Detailed Planning and Execution information will be available soon!

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